

Message Text

SECRET

PAGE 01 STATE 198670

11
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FM SECSTATE WASHDC
TO AMEMBASSY BUCHAREST

S E C R E T STATE 198670

EXDIS

E.O. 11652: XGDS 2 AND 3

TAGS: TSPA, ACOM, PFOR, RO

SUBJECT: VIP TELECOMMUNICATIONS EQUIPMENT

REF: A) STATE 185987, B) STATE 196605

1. COMPANY TEAM PLANNING TO VISIT CUSTOMER SITE FOR CONTINUING DISCUSSIONS WILL CONSIST OF DONALD L. WERBECK, OR HAROLD K. SOHNER, LLOYD O. LATTA, JR., AND WILLIAM E. PIERRARD. PLANS HAVE BEEN MADE FOR TEAM TO ARRIVE SITE ON PAN AMERICAN FLIGHT 66, 5 SEPTEMBER 1976. RETURN SCHEDULE IS BEING LEFT OPEN BUT IT IS ANTICIPATED TEAM PROBABLY WILL BE AT SITE FOR 10 TO 14 DAYS DEPENDING ON DEPTH OF DETAIL CUSTOMER DESIRES TO DISCUSS.

2. TEAM WILL BE PREPARED TO DISCUSS ALL TECHNICAL AND FINANCIAL ASPECTS OF 12 JULY 1976 TECHNICAL PROPOSAL AND
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QUOTATION. IN ADDITION TEAM WILL BE PREPARED TO RESTRUC-

TURE PROPOSED SYSTEM IN ACCORDANCE WITH CUSTOMER'S DESIRES.
TEAM WILL HAVE PRICE AND DELIVERY INFORMATION ON BOTH NEW
AND LOW TIME 707-320C AND 727-200 AIRCRAFT AND WILL BE
PREPARED TO DISCUSS CAPABILITIES AND LIMITATIONS OF VARIOUS
AIRCRAFT CONFIGURATIONS.

3. REQUEST EMBASSY MAKE HOTEL RESERVATIONS FOR TEAM (3
SINGLES) AND ARRANGE FOR ASSISTANCE WITH AIRPORT ARRIVAL
FORMALITIES AS TEAM MEMBERS WILL REQUIRE ISSUANCE OF VISAS
AT AIRPORT.

4. URGENTLY REQUEST CONFIRMATION THAT ROMANIANS CAN
RECEIVE TEAM. ROBINSON

SECRET

NNN

Message Attributes

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